

Message Text

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ACTION EB-08

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DEPT PASS ALL ASIAN AND PACIFIC DIPLOMATIC POSTS

USDOC FOR BIC/OIM

E.O. 11652: N/A
TAGS: ETRD, BEXP, SN
SUBJECT: INTERAGENCY TASK FORCE TO DEVELOP A NATIONAL EXPORT
POLICY

1. IN RESPONSE TO REFTEL, POST RECOMMENDS THAT INTERAGENCY TASK
FORCE TO DEVELOP A NATIONAL EXPORT POLICY STUDY CLOSELY THE
RESOLUTIONS OF THE ASIA PACIFIC COUNCIL OF AMERICAN CHAMBERS OF
COMMERCE (APCAC) CONFERENCE HELD IN SINGAPORE, FEBRUARY 24-27,
1978. TEXT OF RESOLUTIONS AVAILABLE FROM EA/EP.

2. THE APCAC RESOLUTIONS ADDRESS IN A FRANK, BUSINESSLIKE MANNER
THE AREAS OF PRIMARY CONCERN TO U.S. BUSINESSMEN ENGAGED IN
TRADE AND INVESTMENTS IN EAST ASIA. TOPICS WHICH WERE IDENTIFIED
AS PROBLEM AREAS WITH SOME RECOMMENDED POLICY DIRECTIONS TO
RESOLVE THEM WERE AS FOLLOWS:

- A) PROTECTIONISM AND TRADE BARRIERS;
 - B) TECHNOLOGY TRANSFER;
 - C) ETHICAL GUIDELINES;
 - D) TAX DEFERRAL;
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- E) EXTRATERRITORIALITY;
- F) SECURITY;
- G) SECTION 911;
- H) DISC;
- I) OVERSEAS VOTING RIGHTS;
- J) EXPANDING U.S. EXPORTS;
- K) DEPARTMENT OF INTERNATIONAL TRADE AND INVESTMENT (DITI);

1) ASSOCIATION OF SOUTHEAST ASIAN NATIONS (ASEAN).

3. WHETHER OR NOT ONE CAN AGREE WITH ALL OF THE CONCLUSIONS SET FORTH IN THE APCAC RESOLUTIONS, THE VIEWS OF THE 150 SENIOR AMERICAN BUSINESSMEN WHO PARTICIPATED IN THIS REGIONAL CONFERENCE WOULD BE AN EXCELLENT SOURCE OF INFORMATION ON THE PROBLEMS THAT AMERICAN BUSINESSMEN FACE IN EXPORTING TO ASIA AND ON THE POSSIBLE MEANS OF RESOLVE THEM. ALTHOUGH THEY FEEL THAT THEY HAVE "DISPLAYED A UNIQUE AND ENERGETIC DETERMINATION TO OVERCOME BARRIERS TO U.S. TRADE AND INVESTMENT IN THE REGION", THEY EXPRESSED THEMSELVES AS SERIOUSLY CONCERNED BY WHAT THEY REGARDED AS USG "LEGISLATIVE OBSTACLES INHIBITING THEIR EFFORTS TO ACHIEVE THESE GOALS" AND THEY URGED THE USG "TO RECOGNIZE THE HOBBLING EFFECT OF THE EXTRA-TERRITORIAL REACH OF U.S. LAW TAXES."

4. POST COMMENT: WE BELIEVE THAT AMERICAN BUSINESSMAN OPERATING IN ASIA BASICALLY WANT COORDINATED AND HARMONIOUS RELATIONS BETWEEN THEMSELVES AND THE USG IN ORDER TO ACHIEVE THE OBJECTIVES WE ALL SEEK. THEIR ATTITUDE HAS BEEN THAT THEY WOULD WELCOME USG COOPERATION TO PROMOTE ACTIVELY AND POSITIVELY THEIR LEGITIMATE BUSINESS GOALS, BUT IF THE USG CANNOT HELP THEM, THEN IT SHOULD NOT HINDER THEM EITHER. THEY DO NOT NECESSARILY REQUIRE A DITI TO COMPETE WITH ASIA INC., BUT THEY FEEL STRONGLY THAT THEY CANNOT COMPETE EFFECTIVELY IF THEY ARE HOBbled BY UNCLASSIFIED

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WHAT THEY PERCEIVE TO BE UNNECESSARY USG LEGISLATIVE CONSTRAINTS IMPOSED ON THEM FOR ESSENTIALLY DOMESTIC REASONS. WE MAY NOT ALWAYS AGREE WITH THEM, BUT IT IS CRUCIAL THAT WE LISTEN TO THEM CAREFULLY. THEY, AFTER ALL, ARE THE ONES WHO ARE ACTUALLY DOING THE SELLING OUT HERE. IF THE NEW NATIONAL EXPORT POLICY BEING DEVELOPED BY THE INTERAGENCY TASK FORCE IS TO BE A SUCCESSFUL ONE, THEY ARE GOING TO HAVE TO BE ENCOURAGED TO SELL STILL MORE.

NOTE BY OC/T: NOT PASSED ABOVE POSTS.

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